

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 XMB-02 EB-07 CIAE-00 DODE-00 INR-07
NSAE-00 PA-01 USIA-06 PRS-01 SP-02 SS-15 NSC-05
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FM AMEMBASSY LISBON
TO SECSTATE WASHDC 1167
USDOC
INFO AMEMBASSY BONN
AMCONSUL OPORTO
AMEMBASSY PARIS

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USDOC FOR MAJOR EXPORT PROJECTS DIVISION
PASS EXIMBANK FOR LEIK

E.O. 11652: N/A
TAGS: BEXP, PO
SUBJECT: PORTUGUESE NUCLEAR PROJECT

REF: LISBON 1547

1. PORTUGUESE PRESS ON APRIL 28 REPORTED STATEMENT BY FRG PRIME MINISTER SCHMIDT THAT PORTUGAL IS ONE OF FOUR POSSIBLE PURCHASERS OF NUCLEAR REACTORS FROM FRG. STATEMENT IS ANOTHER INDICATION OF EXTENSIVE FRG CAMPAIGN TO WIN NUCLEAR CONTRACT. FRENCH GOVERNMENT ALSO CONTINUES TO GIVE STRONG SUPPORT TO FRAMATONE EFFORTS IN PORTUGAL.

2. DURING APRIL 29 LUNCHEON WITH INDUSTRY MINISTER NOBRE DA COSTA, AMBASSADOR EXPRESSED CONCERN THAT LARGE CONTRACTS, INCLUDING NUCLEAR PROJECT, MIGHT BE AWARDED TO EUROPEANS AS QUID FOR THEIR APPROVAL OF GOP ENTRANCE INTO EEC. HE
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NOTED U.S. FIRMS HAVE EXPRESSED INTEREST IN PROJECT AND WERE CONCERNED ABOUT EQUAL TREATMENT. MINISTER STATED ALL AWARDS WOULD BE MADE ON BASIS OF ECONOMIC CONSIDERATIONS. HE STATED THAT GERMAN FIRM HAD MADE A PROPOSAL AND THAT FRG HAD ALREADY APPROVED EXPORT FINANCING FOR GERMAN BID.

3. COMMENT: U.S. FIRMS WILL HAVE CONSIDERABLE DIFFICULTY

COMPETING AGAINST EUROPEAN SUPPLIERS, ESPECIALLY SINCE THE LATTER MAY BE ABLE TO DRAW UPON EUROPEAN INVESTMENT BANK FINANCING AS WELL AS BILATERAL FINANCING. IF U.S. FIRMS ARE TO HAVE ANY POSSIBILITY OF COMPETING SUCCESSFULLY, TWO DECISIONS MUST BE TAKEN. FIRST, THE USG AND EXIMBANK MUST DECIDE WHETHER THEY FAVOR, AND THEREFORE WOULD SUPPORT, U.S. COMPANY EFFORTS TO WIN NUCLEAR EQUIPMENT CONTRACTS. SECOND, U.S. FIRMS MUST RAPIDLY UNDERTAKE AN AGGRESSIVE SALES CAMPAIGN IF THEY GENUINELY WISH TO COMPETE.

4. ACTION: EMBASSY REQUESTS GUIDANCE CONCERNING USG AND EXIMBANK POLICY REGARDING SUPPORT U.S. EFFORTS, SUGGEST USDOC ADVISE GE AND WESTINGHOUSE TO PRESENT CONCRETE PROPOSALS ASAP TO GOP.
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Message Attributes

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Sent Date: 02-Apr-1977 12:00:00 am
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Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
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Disposition Remarks:
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TAGS: BEXP, PO
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